

# Communications-Electronics Life Cycle Management Command



## AMC & C-E LCMC Small Business Program Overview

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*Director, C-E LCMC Acquisition Center*

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2006 Veterans and Service-Disabled Small Business Conference  
Veterans Doing Business with the Department of Defense





# Presentation Outline

- **AMC / C-E LCMC Mission**
- **Why Small Business?**
- **Small Business Opportunity Types**
- **AMC Major Subordinate Commands**
- **AMC / C-E LCMC Statistics**
- **Small Business Opportunities at C-E LCMC**





# AMC Mission

**Provide superior technology, acquisition support and logistics to ensure dominant land force capability for Soldiers, the United States and our Allies.**

**AMC is the Army's weapon system development and sustainment command**



***If a Soldier shoots it, drives it, flies it, wears it, eats it or communicates with it, AMC provides it.***



**"Need to be faster, more agile, less bureaucratic - Need to fight this everyday"**

# C-E LCMC Acquisition Center



## Vision

To be the Acquisition Center of Choice, where innovative people provide exceptional C4ISR capabilities to the joint warfighter

## Mission

To provide our customers value-added acquisition business solutions that support the joint warfighter





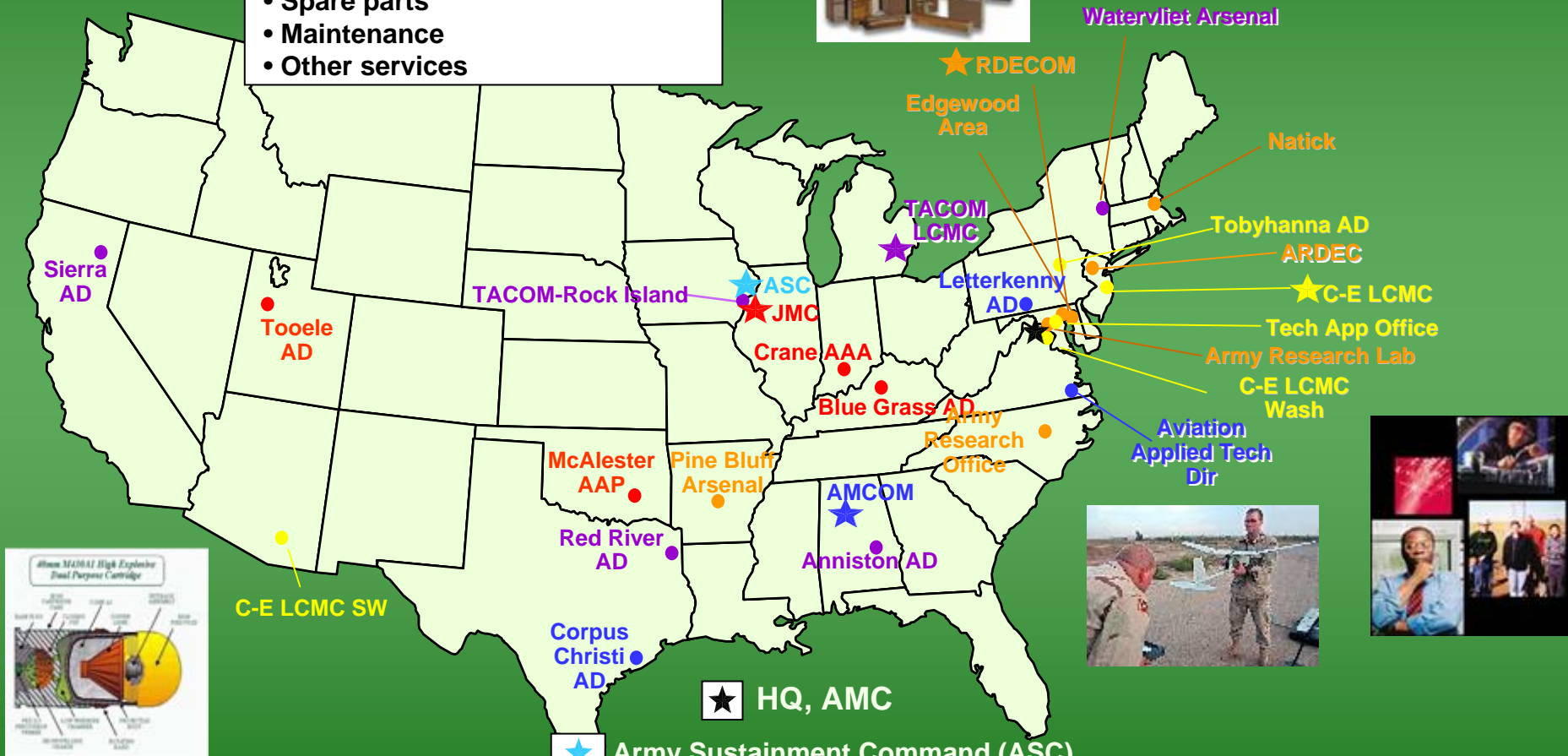


# AMC Small Business Offices



## AMC contracts for:

- Weapon systems/transformation
- R&D
- Spare parts
- Maintenance
- Other services



## Small Business Specialists

Full Time - 37  
Part Time - 18

- ★ Army Sustainment Command (ASC)
- ★ Aviation and Missile Life Cycle Management Command (AMCOM LCMC)
- ★ Joint Munitions Command (JMC)
- ★ Communications-Electronics Life Cycle Management Command (C-E LCMC)
- ★ Research, Development & Engineering Command (RDECOM)
- ★ TACOM Life Cycle Management Command (TACOM LCMC)

# Why Small Business?



*“Small businesses are responsible for many of the **technological innovations** that are helping to solve our warfighters’ most pressing operational challenges. As both prime contractors and subcontractors at all levels, small businesses are **key players in supporting our Army every day.**”*

LTG Richard Hack, Former Deputy Commanding General,  
U.S. Army Materiel Command



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# Small Businesses

**A critical Component of our Defense Industrial Base**



## Supporting the Joint Warfighter..... *in Army Transformation*

- Unmanned Aerial Vehicles
- Small Business Innovative Research Activities
- Radio frequency tags
- Modular Structures, counter-intelligence analysis, training systems
- An increasingly critical element of the force—in hostile areas



## *and on the battlefield today*

- Uniforms, hand-held signal devices, projectile components, bomb lugs, ballistic blankets, flak vests
- Batteries, antennas, night vision components, satellite terminals/trailers
- Maintenance shelters and lightweight tactical tents



# Why are Small Businesses Important?



## Small Businesses Provide:

- Technology and innovation in support of the entire Federal marketplace
- Products and services in short cycles supporting
  - Army Readiness
  - Army Transformation
  - Global War on Terrorism





# Types of Contract Opportunities for Small Businesses



- Small Business Innovative Research
  - Issued in two phases:
    - Phase I: \$100,000 to demonstrate feasibility of approach
    - Phase II: \$750,000 for development of the innovation
- Research and Development
- Spares Contracts/Manufacturing
  - Prime contract opportunities where adequate technical data or performance specifications are available
  - Major systems subcontracting
- End Item Contracts
- Services Contracts
  - Leverage proven subcontract performance into prime contract opportunities in the services arena
  - Multiple Award Acquisitions (particularly for services that can not be supported by a set-aside strategy)
  - Reserve awards for small businesses





# AMCOM LCMC

## U.S. Army Aviation and Missile Life Cycle Management Command

### ■ Focus

- Aviation, missile and unmanned vehicle systems

### ■ Manufactured components procured include:

- Shipping & storage containers
- Circuit cards
- Weight assemblies
- Bracket assemblies
- Wiring harnesses

### ■ Large prime contractors

- Lockheed Martin - Patriot Missile
- Sikorsky - UH-60 Blackhawk
- Boeing - CH-47 Chinook
- McDonnell Douglas - AH-64D Apache Longbow
- General Electric - Tech, Log, Mat Spt T700 Engine
- Hellfire Systems LLC - Hellfire II Missiles

### ■ Select subordinate contracting activities

- Corpus Christi Army Depot - metals, shipping/storage containers, wiring cables, connectors, fabrication work
- Letterkenny Army Depot – tape, plastic blast media, sanding disks, various industrial supplies

**AMCOM Office of SB Programs**  
**Redstone Arsenal, AL**  
**(256) 876-2561, Glenn West**



# TACOM LCMC

## U.S. Army TACOM Life Cycle Management Command

**TACOM LCMC Office of SB Programs**  
**Warren, MI**  
**(586) 574-8123, Irene Perala**



- Focus
  - Combat and tactical vehicles, armaments, watercraft, fuel and water distribution equipment, soldier, biological, and chemical equipment
- Manufactured components procured include
  - Trailers
  - Water purification equipment
  - Collapsible fluid tanks
  - Textile vehicle covers/doors
  - Vehicle crew protection equipment
- Large prime contractors
  - Boeing - Future Combat System
  - Honeywell - Turbine engines for Abrams
  - General Dynamics - Abrams tank, Stryker vehicles
  - AM General - HMMWV
  - Stewart & Stevenson - Family of Medium Tactical Vehicles
  - BAE Systems - Bradley, M113, Hercules recovery vehicle, Paladin howitzer
  - Oshkosh Truck – Family of Heavy Tactical Vehicles
- Select subordinate contracting activities
  - Rock Island - Small arms components, tools, biochem protection and optical equip.
  - Picatinny - Ammo containers, tactical gear, N/L munitions, ammo projectile comp.
  - Watervliet - Gun barrel plating, steel forgings, wood pallets, lathes, lubricants
  - Anniston - Tools, chemical/solvents, automotive test stands, safety equipment
  - Red River - Test instruments, steel, chemical agent resistant coatings
  - Sierra - Fuel distribution equipment, textile straps



# Army Sustainment Command (ASC) & Joint Munitions Command (JMC)

**ASC/JMC Office of SB Programs**  
**Rock Island, IL**  
**(309) 782-4965 Jim Crossen**

## ■ Focus

- Integrated logistics support and conventional munitions to conduct peacetime and wartime operations

## ■ Manufactured components procured include

- Bomb & ammunition components
- Nose plugs, lugs, fins, cable assemblies, fuses
- Pallets and pallet adaptors
- New link manufacturers needed
- Practice bombs

## ■ Large prime contractors

- LOGCAP world-wide logistics support
  - Kellogg, Brown & Root Services
- Ammo production & facility management
  - Alliant Techsystems, General Dynamics, Day & Zimmermann, American Ordnance, Olin
- Chemical demilitarization & facility management
  - Bechtel National, Parsons, Washington Group, Westinghouse, EG&G

## ■ Select subordinate contracting activities

- Tooele Army Depot, Blue Grass Army Depot, Crane Army Ammunition Activity, McAlester Army Ammunition Plant - Small arms & propellant recycling, electronic components, electrical assemblies, electrical control panels, wiring harnesses, circuit systems and cable assemblies, metal parts and forgings



# U.S. Army Research, Development & Engineering Command (RDECOM)



**RDECOM Office of SB Programs**  
**Aberdeen Proving Ground, MD**  
**(410) 436-3349 John O'Brien**

- Focus
  - Integrated technologies for Warfighters
- Manufactured components procured include
  - Individual protection items/components
  - Parachutes & components; clothing & individual equipment
  - Chemical/biological detectors and decontamination items
  - Shelter system parts
  - Metal forgings/fabrication, miscellaneous hardware & fasteners, wiring harnesses
- Large prime contractors
  - General Dynamics - Joint Biological Point Detection System, Joint Service Lightweight Standoff Chemical Agent Detector
  - Avon Protection Systems - Joint Service General Purpose Mask
  - Northrop Grumman - Joint Service Lightweight Nuclear Biological & Chemical Reconnaissance System
  - ILC Dover – Nuclear, Biological & Chemical (NBC) mask components
  - Mine Safety - NBC mask components
- Select subordinate contracting activities
  - Natick Soldier Center – shelter system parts, parachutes and components, clothing and individual equipment including body armor
  - Pine Bluff Arsenal – Items for smoke & incendiary munitions items (canisters, containers, caps and tubes, body assemblies), NBC mask components, chemicals, manufacturing equipment



**Future Force Warrior**



**Power Generation & Management**



**Robotics Interface**



**Human Performance & Embedded Training**



**Sensory Enhancement**



**Detection & Protection**



# C-E LCMC



## U.S. Army Communications-Electronics Life Cycle Management Command

### Focus

- Command and Control, Communications, Computers, Intelligence, Surveillance and Reconnaissance (C4ISR) Systems

### ■ Manufactured component procurements include

- Power supplies
- Antennas
- Mount assemblies/inst kits
- Night Vision electro-optic assemblies
- Surface mount & through hole circuit card assemblies

**C-E LCMC Office of SB Programs**  
**Fort Monmouth, NJ**  
**(732) 532-4512, Marcia Easton**

### ■ Large prime contractors

- General Dynamics - Joint Network Node, Base Band Node/Single Shelter Switch, Mobile Subscriber Equipment, Installation Modernization Program
- Lockheed Martin - R2, S3, Maneuver Control System/Global C2 Sys-Army
- Northrop Grumman - Guardrail CS/Airborne Reconnaissance Low, R2, Vehicular Intercom System, Firefinder Shelter program, FBCB2 systems engineering support
- DRS - HTI/2nd Gen FLIR Thermal Weapon Sight, FBCB2 displays, Joint Tac Terminal
- Raytheon - Firefinder Radar Overhaul, EPLRS, AFATDS, ATNAVICS, Multi-band Avionics Radio Suite
- BAE Systems – ATIRCM, AN/ASN-128, AN/ALQ-144, AN/APR-39

### ■ Select subordinate contracting activities

- Tobyhanna Army Depot - wiring cables, connectors, shipping/storage containers, metals, fabrication work

# C-E LCMC Obligations for OEF/OIF



**Operation Enduring Freedom**  
C-E LCMC Total Dollars Obligated  
**\$366.8M**

Small Business Accounts for  
**\$43.91M**

**Operation Iraqi Freedom**  
C-E LCMC Total Dollars Obligated  
**\$4,070.6M**

Small Business Accounts for  
**\$686.5M**

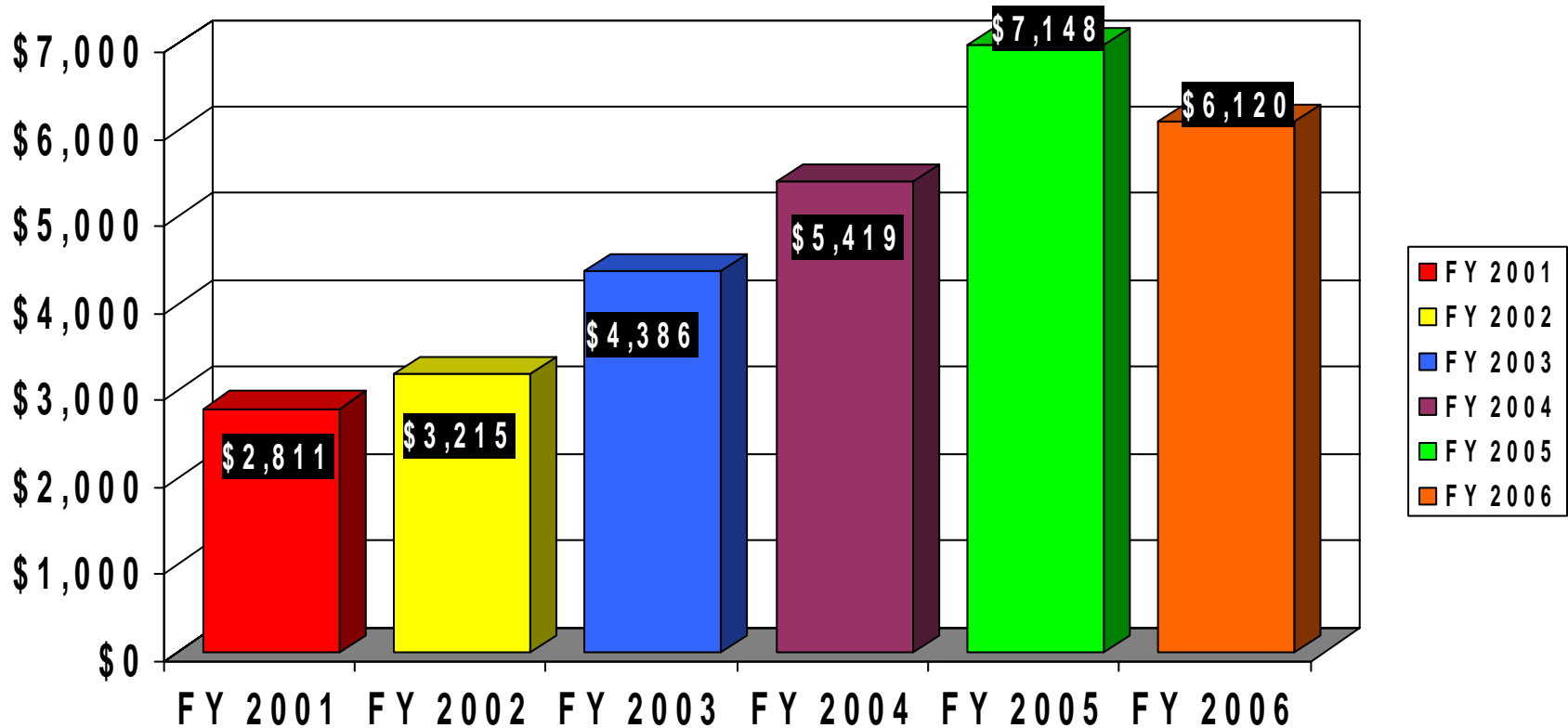
SMALL BUSINESSES  
RECEIVED

**16.5%**

OF TOTAL OEF & OIF  
DOLLARS OBLIGATED



# AMC Small Business Program Obligations in Millions

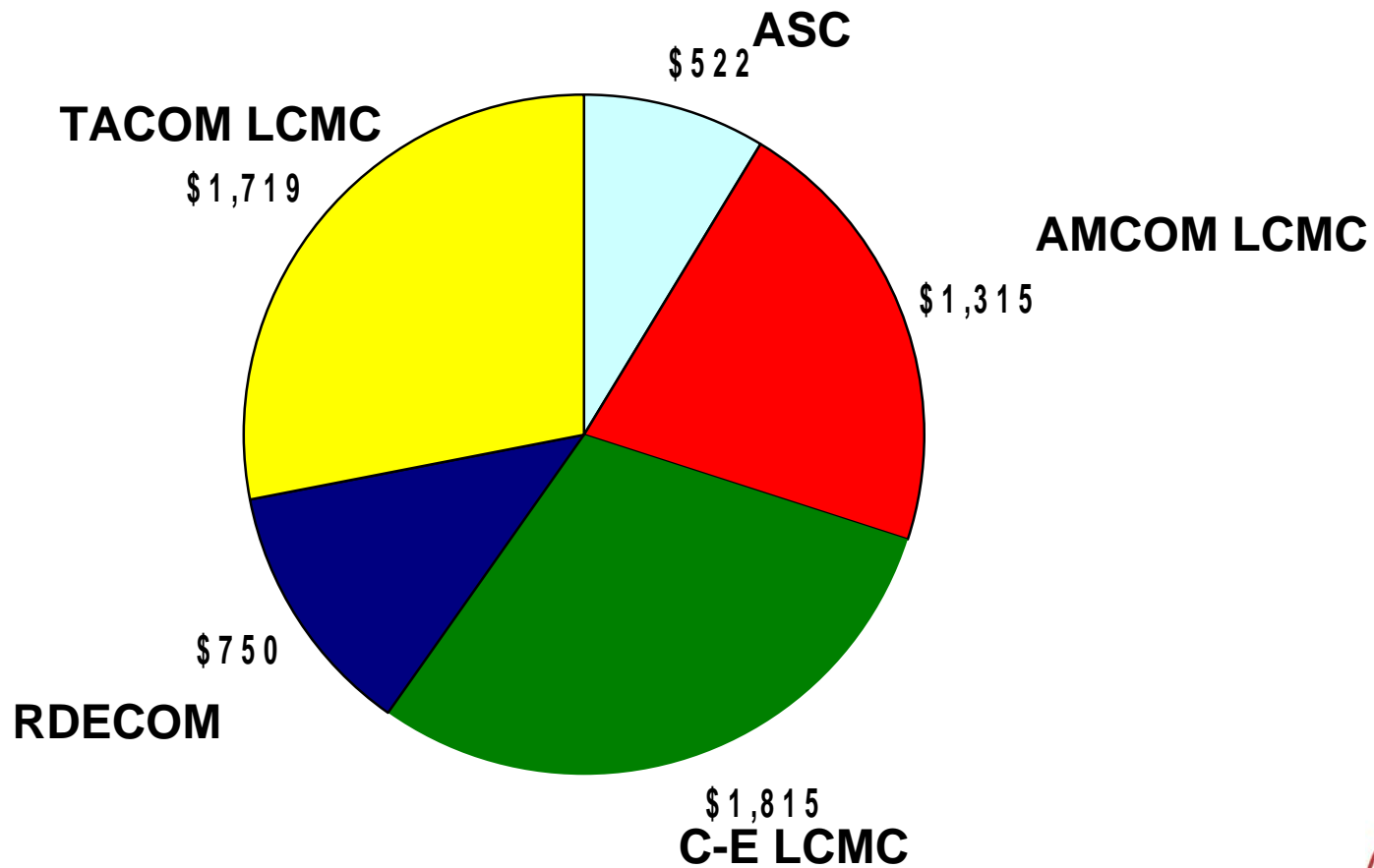




# FY 06 Small Business Obligations by MSC



Dollars in Millions



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# Small Business Opportunities in C-E LCMC



## •CERDEC Research and Development Opportunities

- DoD Small Business Innovative Research Program (SBIR)
- CERDEC currently achieving 70% success rate in approving Phase II awards upon completion of Phase 1 Contracts.
- Broad Agency Announcements
  - Small businesses can submit proposals for consideration without structured source selection approach.

## •LRC Requirements

- Where adequate technical data or performance specifications are available

## •Multiple Award Acquisitions (particularly for services that can't be supported by a set-aside strategy)

- Include reserve awards for small business
- Possible obligation thresholds for small business based on market research



# Helping Small Business Get Involved at C-E LCMC



- **Small Business Programs Office:** The C-E LCMC Small Business Programs Office, staffed with experienced personnel, is available to assist small business firms. The Small Business Programs Office Specialists, eager to serve industry, are specifically charged with the responsibility to counsel and guide you. Included in the wide range of services that they provide are:
  - Recommending certain requirements to be set-aside for bidding exclusively by small business firms,
  - Providing information on current procurements and on items proposed to be purchased in the future,
  - Identifying specific personnel in the organization technically responsible for products in which you express an interest,
  - Advising on subcontracting possibilities with DoD prime contractors.

**Marcia A. Easton, Chief**  
**C-E LCMC Small Business Office**  
**ATTN: AMSEL-SB, Bldg 1208 East**  
**Fort Monmouth, NJ 07703**  
**(732) 532-4512**



# Helping Small Business Get Involved at C-E LCMC



- **Technical Industrial Liaison Office (TILO)**
  - Focal point for industry and academia
  - Acquainting industry/academia with doing business with the Government/C-E LCMC
  - Outlines the Command's mission, goals, structure, acquisition process and long term business opportunities
  - Provides information that will help businesses maintain awareness of prospective procurements and develop competitive postures.
  - Provides business consultations and guidance to streamline the exchange of information for the Army.



**Raymond M. Rubman, Chief**  
**C-E LCMC Technical Industrial Liaison Office**  
**ATTN: AMSEL-AC-CS-CT, Bldg 1208 East**  
**Fort Monmouth, NJ 07703**  
**732-532-2671**





# Top 10 Reasons to Love Small Business



**The Office of Advocacy of the SBA offers the top 10 reasons to love small business, the heart of the American economy**

**10.**

Small businesses make up more than 99.7% of all employers

**9.**

Small businesses create more than 50% of the non-farm private gross domestic product.

**8.**

Small patenting firms produce 13-14 times more patents per employee than large patenting firms.

**7.**

The 22.9 million small businesses in the U.S. are located in virtually every neighborhood.

**6.**

Small businesses employ about 50% of all private sector workers.

**5.**

Home-based businesses account for 53% of all small businesses.

**4.**

Small businesses make up 97% of exporters and produce 29% of all export value.

**3.**

Small businesses with employees start-up at a rate of over 500,000 per year.

**2.**

Four years after start-up, half of all small businesses with employees remain open.

**1.**

The latest figures show that small businesses create 75% of the net new jobs in our economy



# Why Small Business?



***“Small businesses are vital to our Nation's economic capability and a critical **enabler of our increased military capabilities**. Agile and innovative, small businesses provide our Army and Nation **essential support** every day. From the laboratory to the foxhole, small business is there!”***

**General Benjamin S. Griffin, Commanding General, US Army Materiel Command**



# C-E LCMC Acquisition Center

## Our Ingredients To Success



PROACTIVE  
APPROACH TO  
CONTRACTING  
EXCELLENCE



THROUGH

PEOPLE  
AUTOMATION  
CONTINUOUS PROCESS IMPROVEMENT  
EDUICATION



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